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ACQUISITION EXCELLENCE INITIATIVES USED FOR ARMY AIRBORNE COMMAND AND CONTROL SYSTEM

The Army Airborne Command and Control System (A2C2S) procurement will help meet the Army's transformation goals by developing, fielding, training and sustaining a highly mobile, advanced command control on-the-move system, hosted on the UH-60L helicopter. The A2C2S was acquired by a team of acquisition professionals in the Acquisition Center, Aviation and Missile Command (AMCOM). The acquisition strategy utilized an Integrated Product Team (IPT) to write the requirement documents, the Statement of Work (SOW), and the Request for Proposal (RFP). One of the team's actions was to develop a requirement that took advantage of all available technologies in the market place. The Request for Proposal was issued via electronic media as a paperless, full and open, best value, performance-based competitive solicitation. The best value strategy for full and open competition included a proper balance between technical, management, cost, and past performance.

Two aspects of the evaluation process that enhanced and accelerated the evaluation were oral presentations by offerors to the evaluation board members and the utilization of an online electronic database tracking system for the evaluation of proposals. The use of oral presentations resulted in more open communication between industry and Government as well as an increased understanding of the contractor's approach. The use of an online electronic database tracking system for evaluation of proposals streamlined the evaluation process, reduced the evaluators' response time, and engendered immediate accessibility and critical collaboration capability among board members.

The contract, valued at \$110,119,005, utilizes a hybrid of contract types, to include Cost-Plus-Incentive-Fee (CPIF), Fixed-Price-Incentive (FPI) and Cost-Plus-Fixed-Fee (CPFF). The total proposal, evaluation, and contract award time for this performance-based, best value procurement was 147 days. The projected dollar savings resulting from competition and the use of acquisition excellence initiatives during the process is estimated to be ten to fifteen percent of the total contract value.

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